PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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BIDDER STECK
VAUGHN

PUBLICATIONS Item I Item II Item III Item IV NET TRADE NON-TRADE Text-Handling Discount Discount. Books Charge Ε. PREBOUND HARDBACKS Discount/Charge per copy % % Volume Pricing-Price Breaks for Single Title: ____copies % % % copies % % % copies % % F. NON-PRINT AND OTHERS Discount/Charge for single unit Audio Cassettes (music. educational, etc.) % % Audio Visual Materials 2. % % 3. Books on Tape Abridged % % 4 Books on Tape Unabridged % 5. CD-ROM (fixed price only-NA % no online services) % % CD-ROM (additional discount if offered in conjunction with an online service) % % CDs (music, etc.) % % Encyclopedias 8. % % 9. Laser Disc % % 10. Maps % % 11. Microcomputer Software (educational) % % 12. Microform (Microfiche and microfilm) % %

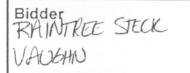
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Bidder RAINTREE STECK

		PUBLICATIONS				
		<u>Item I</u>	Item II	Item III	Item IV	
		TRADE <u>Discount</u>	NON-TRADE Discount	Text- Books	NET Handling Charge	
13.	Slides	NA %	%	%	\$	
14.	Video Tapes (feature film, educational, etc.)	<u>36</u> %	%	%	\$	
15.	Other (please specify)	% %	% %	%	\$ \$	
		% % %	% % %	% % %	\$ \$ \$	
		%	%	%	\$	
Section Non-P (Aggreea)	ne Pricing-Price Breaks for on F for Multiple Units-List drint Sub-Item Numbers: egate pricing to be offered assequent pages)					
No No No No	units units units	% % % %	% % % %	% % % %	\$ \$ \$ \$	
G.	SERVICES See Page 20, "Detailed Specifications." Bidders to specify the services they offer.	<u>Charge</u>	Service	es-Specify		
1.	Catalog Kits	FREE		ALHED BIL		
		23	. Pac	WHENTS.		

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2.	Cataloging and Processing	\$ FREE	
		\$	
		\$	
		\$	
		<i>f</i>	
3.	Rebinding of Paperbacks	\$	
	NA	\$ \$	
		\$	
4.	Shelf Ready Books	S FREE	
		\$ S	
		\$	
			
5.	Customized Reports	\$ \$	
	M	5 5	
		\$	
6.	Bibliographic Records	s FKPE	
0.	Bibliographic Records	\$	
		\$	
		\$	
7.	Security Tape	's FREE	
		\$	
		\$	
		\$	
8.	Bar Codes	SFREE	
		\$	
		\$ \$	
		Ψ	
9.	Other - Bidder to list:		
	B-10-10-10-10-10-10-10-10-10-10-10-10-10-	\$	·
		\$ \$	

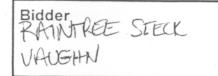
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See "Discounts," "Aggregate Discounts," clauses and "Detailed Specifications." Please specify the amounts that apply in the left column and the	DISCOUNTS				
discounts to the right of the solid line.	<u>Item I</u>	1	Item II	Item III	Item IV NET
	TRADE <u>Discount</u>	r ⁱ	NON-TRADE Discount	Text- Books	Handling Charge
VOLUME PRICING-PRICE BREAKS for agency's aggregate purchase in dollars. Please specify the	Ø 2/			0/	<u>\$ or %</u>
amount that applies: \$ \$ \$	<u>//</u> % %		% %	% % %	
VOLUME PRICING-PRICE BREAKS for aggregate contract purchases in dollars statewide: \$ \$ \$ \$	<u>\$\psi_\%</u> \\\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \		% % %	% %	
OTHER VOLUME PRICE BREAKS AND/ OR DISCOUNTS - Bidder to explain: \$ \$ \$ \$	% %		% %	% %	
Electronic Access Ordering Discount Prepayment Plan Discount Deposit Account Discount Approval Plan Discount Please Explain	,				

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BIDDE	ER SHALL ANSWER EACH OF THE FOLLOWING QUEST	TIONS AS PART OF THE BID:
1.	Number of years in business (three years minimum required): In lieu of three years, previous experience may be considered or five references may be provided. See "Qualification of Bidder" clause.	63
2.	If bidder does not meet the three-year requirement, has either documentation of previous experience or the required five references (including company name, contact person, complete address, telephone and fax numbers) been attached?	YESNO
3.	Does bidder offer an electronic access ordering system (options	al)? YESNO
4.	If yes, name of computer software system offered for electronic access ordering system:	
5.	Is 24-hour rush delivery available (optional)?	V YESNO
6.	If yes, is there an additional charge for 24-hour delivery?	YESNO
7.	If there is a price additional for 24-hour delivery, on what basis (state "0" if none)?Charge: \$	
8.	Is bidder offering foreign product? If yes, please identify:	YESNO
9.	Toll-free numbers for state procurement use (see "Toll-Free Numbers"): Telephone: 388 369 476 Fax: 8	11-578-2638
10.	If a toll-free number is not currently available, is bidder willing to establish a toll-free number, if awarded a contract?	YESNO
1,1.	Is bidder prepared to submit the required financial statements within five business days of request (see "Financial Stability" clause)?	YESNO
12.	Guaranteed Delivery (Number of calendar days required to ship 95 percent of typical order)?	20 Days A/R/O

PLEA	SE US	E BLA	CK IN	(OR T	YPEWR	TER WH	HEN
PREF	PARING	G YOU	R BID.	BE SU	JRE YOU	HAVE	
INSE	RTED	YOUR	COMP	ANY'S	NAME IN	THE B	OX
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13.	In the event you may be successful in receiving an award, please provide the following information for inclusion in the Notice of Contract Award to be sent to customer agencies:	
	Company Name:	BAINTREE STECK VALGIN
	Street Address:	4515 SETON CENTER PKLEY
	P.O. Box:	26015
	City, State, Zip:	AUSTIN, TX 78755
	Contact Person (please print or type):	TONYA CONNELL
	Telephone Number:	800 888-563-4zick Local 512-795-3329
	Fax Number:	800 <u>\$77 578 - 3268</u> Local
	Internet Address (E-mail):	TOCONNELL & STECK VANGHN. COM
	WWW Site:	Www. Paintree Steck Uff UKHW. Com
14.	Is the pricing offered the same or lower than that offered to other corporations, institutions, and government agencies' on similar items, quantities, terms and conditions:	_XYESNO
	If no, please explain:	
15.	EXCEPTIONS: Does bidder take exception to any of the terms and conditions stated herein?	_X_YESNO
	If "YES", please explain in detail:	PLEASE SEE AMACHED BID DOCUMENTS

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BIDDER STECK VAUEHN

For Item I, Trade; Item II, Non-Trade;
and Item III, Textbook Publications,
a percent discount shall be offered as
follows: List less% Discount
For Item IV, Net Publications, a
nandling charge shall be as
follows: \$ each
Enter Zero if No Discount or No Charge

PUBLICATIONS

		PUBLICATIONS				
		Item I	Item II	<u>Item III</u>	Item IV NET	
		TRADE Discount	NON-TRADE Discount	Text- Books	Handling Charge	
	AE. PRINT					
Α.	CLOTH BINDING Discount/Charge per copy Volume Pricing-Price Breaks for Single Title:copiescopiescopies	NA %%%	% % %	% % %	\$ \$ \$	
В.	LIBRARY BINDING Discount/Charge per copy Volume Pricing-Price Breaks for Single Title:copiescopiescopies	35.***.0 0 % 0 %	FF PUBLISHE % % %	RS UST%%	PRICE S S S	
C.	PAPERBACKS, QUALITY Discount/Charge per copy Volume Pricing-Price Breaks for Single Title:copiescopiescopies	NA_%%%	% % %	% % %	\$ \$ \$	
D.	PAPERBACKS, MASS MARKET Discount/Charge per copy Volume Pricing-Price Breaks for Single Title:copiescopiescopies	NA %%%	% % %	% % %	\$ \$ \$	



RAINTREE / STECK-VAUGHN LIBRARY

June 13, 2001

New Hampshire State Library 20 Park Street Concord, NH 03301

Re: Bid for Library Materials – Books and Non-Print and Related Ancillary Services

Dear Raintree Steck Vaughn Customer:

In response to your request, Raintree / Steck-Vaughn is pleased to offer the following proposal:

PRICES

Prices are based on our current Raintree/Steck-Vaughn Library Catalog. Prices will be those listed in the catalog that is in effect at the time you place your order. Our catalog price dates are valid from September through August of each year.

DISCOUNTS

With bid acceptance, you will receive a 35% discount from publisher's list price, plus FREE shipping and FREE full processing. This would be 35% off everything in our catalog with the exception(s) of these items, which are already at the lowest discounted prices available. The exceptions would be Accelerated Reader Publishers Packages, the Raintree Steck Vaughn Illustrated Science Encyclopedia Complete 25-Volume Set with annual and CD-ROM, Scholastic Reading Counts! Packages, our 'Pre-Pub Offer's' on new titles et.al.



PROCESSING

Free processing will be offered for your district upon our bid acceptance. Full processing includes the placement of catalog card kits (with pocket attached), attachment of spine label, and placement of barcodes (if ordered) and Microlif disks.

QUESTIONS

Any questions you have should be directed to:

Raintree Steck Vaughn Co. Library Bid and Contracts P.O. Box 26015 Austin, TX 78755 512-795-3329

ORDER TYPING

Steck-Vaughn Company offers free order typing service. If you would like your order typed up, please contact our Customer Service Department or your Sales Representative. We offer this service **free of charge upon request**. Typing your order usually takes 3-10 working days after receipt of request.

SHIPPING COSTS

On FOB Origin orders, transportation charges are 6% of your subtotal, prepaid and added as a separate item to your invoice. No handling fee will be applied to any order. To determine FOB Destination price, add 6% to individual or series catalog price. Shipping will be FREE upon bid acceptance.

Prices in current catalog are effective until August 31, 2001. Your discount will be based on current list prices. That is, the catalog in effect at the time you place your order. New catalogs are available in September of each year.

About our company:

RAINTREE/STECK-VAUGHN

Steck-Vaughn Company has been doing business in Texas since 1965 as a publisher/producer/distributor of supplementary curriculum textbooks and materials, library books, test preparation and assessment materials, GED and other educational software, magnetic manipulative and limited school office supplies. We remain dedicated to providing quality merchandise for all of our customers. We maintain corporate offices and a warehouse in Austin, Texas.

Raintree/Steck-Vaughn offers the new products your readers want, the prices you need, and the excellent customer service you deserve. From lighthearted fiction to serious reference books, we meet the reading and research needs of children and young adults.

ADDITIONAL INFORMATION

Additional information can be obtained from the following two locations. For customer services, related issues, such as placing or inquiring about an order, please contact our customer service department at:

Steck-Vaughn Company Attn: Customer Service P.O. Box 26015 Austin, TX 78759 Phone: 1-888-363-4266

Fax: 1-877-578-2638

Bid award letters and/or questions concerning bids and quotes should be directed to:

Steck-Vaughn Company

Attn: Bid and Contracts, Library Dept.

P.O. Box 26015 Austin, TX 78755

Telephone: (512) 795-3329

Fax: (512) 795-3699

Please reference your bid name/number on all correspondence. In addition, we are pleased to offer ordering service via the Internet. Visit our Web site at http://www.steckvaughn.com for additional information, or to place your order.

We look forward to hearing from you. Please contact me if there are any questions or if further information is needed concerning this bid.

Regards,

TONYA CONNELL Tonya Connell

Bids & Quotes Specialist